

Message Text

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ORIGIN EA-14

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FM SECSTATE WASHDC

TO AMCONSUL HONG KONG

USLO PEKING

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E.O. 11652: N/A

TAGS: ETRD, BEXP, CH, US

SUBJECT: SUPPORT FOR BUSINESSMEN AT CANTON TRADE FAIRS

REF: HONG KONG 6579

1. CONGEN DISCUSSIONS WITH AMCHAM AND RECOMMENDATIONS OF
REFTEL PARALLEL RECENT DISCUSSIONS HERE BETWEEN STATE,
COMMERCE AND NATIONAL COUNCIL FOR US-CHINA TRADE
(NCUSCT).

2. WE ENDORSE RECOMMENDATION THAT HK CONGEN BE
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REPRESENTED AT CANTON DURING FULL PERIOD OF THE FAIR.

SINCE TWO OFFICERS SHOULD BE PRESENT MOST OF EACH DAY
WE ALSO RECOMMEND THAT CONGEN REPRESENTATION BE SUPPLEMENTED BY OFFICER(S) FROM USLO PEKING AND COMMERCE COMMERCIAL OFFICER. SMALL COMMERCIAL LIBRARY, CURRENT PERIODICALS AND REPORTS AND REGISTER OF US BUSINESSMEN ARE HIGHLY DESIRABLE SERVICES WHICH IT IS APPROPRIATE FOR CONGEN TO PROVIDE. AGREE THAT BANK REPRESENTATION AS SUCH IS PREMATURE, BUT ISSUE SHOULD BE RECONSIDERED AFTER CLAIMS SETTLEMENT REACHED.

3. NCUSCT PLANS ATTENDANCE AT 1973 FALL FAIR AND SUBSEQUENT FAIRS, AND AGREES THAT ITS REPRESENTATION AND SERVICES TO US BUSINESSMEN WHICH IT PREPARED TO PROVIDE IN CANTON BEST ACCOMPLISHED IN CLOSE

COORDINATION WITH HK CONGEN AND USLO AND UNDER SOME DEGREE OF USG "UMBRELLA". NCUSCT PREPARED TO PROVIDE COPYING MACHINE AND TO DO ACCOUNTING FOR USE OF THIS AND OTHER EQUIPMENT BY US BUSINESSMEN, WHO WOULD BE CHARGED FOR USE ON COST BASIS. SIMILARLY, NCUSCT STENOGRAPHER WOULD BE AVAILABLE TO BUSINESSMEN AS NEEDED FOR TYPING AND DICTATION. DEPENDING ON DEMAND FOR SERVICES NCUSCT MIGHT ADD SECOND SECRETARY AT NEXT FAIR. NCUSCT ALSO PLANS TO PROVIDE TYPEWRITERS FOR BUSINESSMEN IN ITS OFFICE, WHICH WE HOPE WOULD BE ADJACENT TO CONGEN QUARTERS IN HOTEL.

4. NCUSCT IS PREPARED TO FUND AND PROVIDE ACCOUNTING FOR USE OF TELEX EQUIPMENT IN CANTON WHEN AND IF IT CAN BE INSTALLED. IN VIEW OF CONSIDERATIONS EXPLAINED PARA 7 (A) OF REFTEL, APPEARS THIS MAY NOT BE TECHNICALLY FEASIBLE AT FALL 1973 FAIR AND POSSIBLY SPRING 1974 FAIR, BUT WE BELIEVE WE SHOULD BEGIN NOW TO LAY THE GROUNDWORK FOR THIS SERVICE LATER.

5. IT HAS BEEN AGREED IN DISCUSSION HERE WITH NCUSCT THAT PREPARATION OF "FAIR GUIDE" MENTIONED PARA 6 OF REFTEL SHOULD BE IN THE FIRST INSTANCE RESPONSIBILITY OF USG. NCUSCT CURRENTLY LACKS STAFF TO DO DRAFTING LIMITED OFFICIAL USE

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WORK BUT IS PREPARED TO BEAR PUBLISHING AND DISTRIBUTION COSTS. CONGEN IS REQUESTED TO PREPARE FIRST DRAFT OF BOOKLET AND COORDINATE WITH USLO PEKING AND STATE AND COMMERCE DEPTS IN WASHINGTON. AFTER INTRAGOVERNMENTAL COORDINATION, DRAFT WOULD BE GIVEN TO NCUSCT FOR CONSIDERATION AND MINOR CHANGES OR ADDITIONS BY NCUSCT MEMBERS, PARTICULARLY IMPORTERS WHO HAVE FIRST-HAND EXPERIENCE OF THE FAIR.

6. WE HOPE THAT BOOKLET COULD INCLUDE GENERAL INFORMATION ON CANTON, INCLUDING CLIMATE, LIVING CONDITIONS, HOTELS, RESTAURANTS, EXCURSIONS; AS WELL AS BACKGROUND INFORMATION ON THE FAIR AND THE PRC'S FOREIGN TRADE, INCLUDING BRIEF HISTORY OF THE FAIR; ORGANIZATION OF EXHIBITS, STATE TRADING ORGANIZATIONS; CHINESE COMMERCIAL NEGOTIATING PRACTICES AND STYLE; BUSINESS PROBLEMS (E.G., BAR TO MEAT IMPORTS, FDA REGULATION PROBLEMS, LABELLING, ETC.); SERVICES WHICH CONGEN, USLO, NCUSCT HOPE TO OFFER IN CANTON, HONG KONG AND WASHINGTON; SHIPPING, BANKING, INSURANCE ARRANGEMENTS; TOP FAIR AND CORPORATION OFFICIALS (USLO DISCUSSIONS WITH PRC MINISTRY OF FOREIGN TRADE AND CCPIT IN PEKING MIGHT HELP ON THIS); PRC FOREIGN TRADE STATISTICS (INCLUDING DETAILED BREAKDOWN OF PAST

US-PRC TRADE). IN VIEW OF SHORT TIME REMAINING BEFORE OPENING OF FALL FAIR REQUEST HONG KONG TREAT THIS AS PRIORITY PROJECT AND ADVISE DEPARTMENT OF EARLIEST DATE BY WHICH FIRST DRAFT OF BOOKLET COULD BE PREPARED.

7. FOR PEKING: REQUEST YOU SEEK MEETINGS WITH MINISTRY OF FOREIGN TRADE, OTHER PRC ORGANIZATIONS AS APPROPRIATE TO EXPLAIN AND REQUEST PRC AGREEMENT IN PRINCIPLE AND ASSISTANCE FOR THE FOLLOWING:

A) NCUSCT PLANS ATTENDANCE AT THE OCTOBER 15 - NOVEMBER 15 CANTON FAIR AND WISHES TO ESTABLISH OFFICE ADJACENT TO QUARTERS OCCUPIED BY OFFICIAL FROM AMCONGEN HONG KONG. US BELIEVES THAT NCUSCT PRESENCE AT THE FAIR AND FACILITIES WHICH IT COULD PROVIDE TO LIMITED OFFICIAL USE

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AMERICAN BUSINESSMEN IN COOPERATION WITH USG WOULD FACILITATE FURTHER EXPANSION OF US-PRC BUSINESS TRANSACTED AT THE FAIR. SUCH TRANSACTIONS WOULD CONTINUE, OF COURSE, TO CONSIST PRIMARILY OF PRC EXPORTS TO THE US.

B) NCUSCT SERVICES WOULD CONSIST PRIMARILY OF COPYING EQUIPMENT, CONSULTATION WITH TRADERS, FACILITATION OF CONTACTS, SECRETARIAL ASSISTANCE, AND SERVICES SUPPLEMENTARY TO THOSE DETAILED PARA 2 ABOVE, AND, IF POSSIBLE, PROVISION OF TELEX LINE TO HONG KONG FROM CANTON. WE UNDERSTAND CURRENT COMMUNICATIONS FACILITIES BETWEEN CANTON AND HONG KONG MAY NOT SUPPORT RENTAL OF TELEX LINE BY NCUSCT BUT WOULD APPRECIATE PRC CLARIFICATION OF THE SITUATION AND AGREEMENT IN

PRINCIPLE TO SUCH ARRANGEMENT AT EARLIEST POSSIBLE
DATE--IF NOT FALL 1973 FAIR, THEN NEXT OR SUCCEEDING
FAIRS.

C) NCUSCT COOPERATING WITH USG IN PREPARATION OF
BOOKLET DESCRIBED PARAS 5 AND 6 ABOVE FOR AMERICAN
BUSINESSMEN ATTENDING THE CANTON FAIRS IN BELIEF THAT
SUCH PUBLICATION WOULD SIGNIFICANTLY IMPROVE QUALITY
AND EFFICIENCY OF US ATTENDANCE AND WOULD APPRECIATE
WHATEVER ASSISTANCE PRC PREPARED TO OFFER; E.G.
GENERAL BACKGROUND ON THE FAIR, LISTS OF FAIR AND STATE
TRADING CORPORATION OFFICIALS, ORGANIZATION CHARTS,
MAPS OF EXHIBIT AREAS SHOWING NEW BUILDINGS, CANTON,
WHAT PRODUCTS THE CHINESE PROMOTING THIS FALL, ETC.
WOULD ALSO APPRECIATE ANY COMMENT PRC CARES TO PROFFER
ON PAST ATTENDANCE OF US BUSINESSMEN IN ORDER TO
INCORPORATE CHINESE ADVICE INTO BOOKLET.

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